

Year 2024

MAIRE COMPANY PROFILE

AGENDA

01 GROUP
OVERVIEW

02 STRATEGY
AND BUSINESS

03 FINANCIAL DATA

// MAKE TO INSPIRE

01

GROUP OVERVIEW

PURPOSE

We believe in a future
where humanity, industries,
and the planet can all thrive.

GLOBAL PRESENCE

● Headquarters

● Main offices and operating centres

○ Subsidiaries, branch and representative offices

6,451

TOTAL EMPLOYEES

~26,000

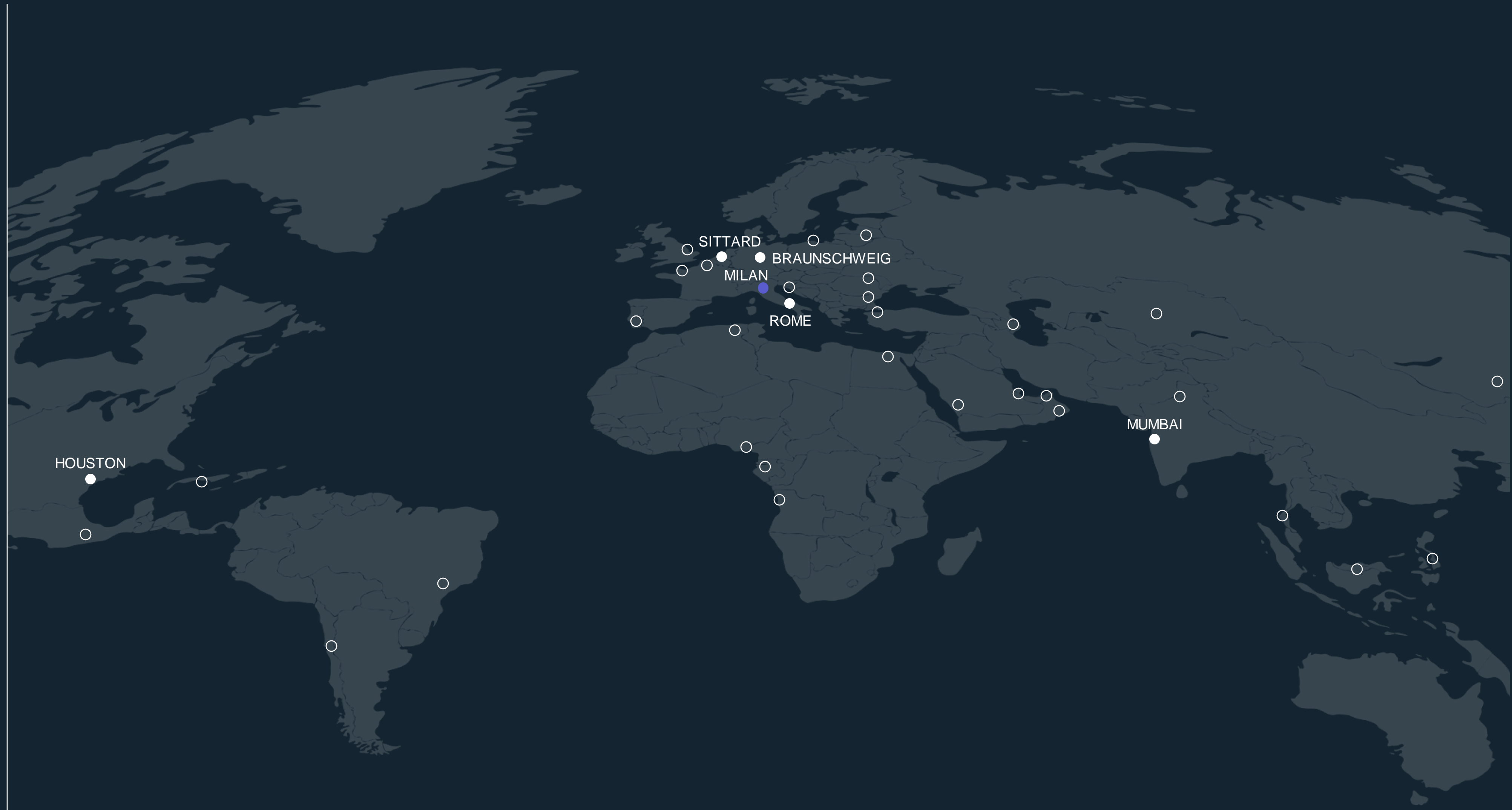
EMPLOYEES & PROFESSIONALS ENGAGED ON PROJECTS

~1,500

TOTAL DELIVERED PROJECTS

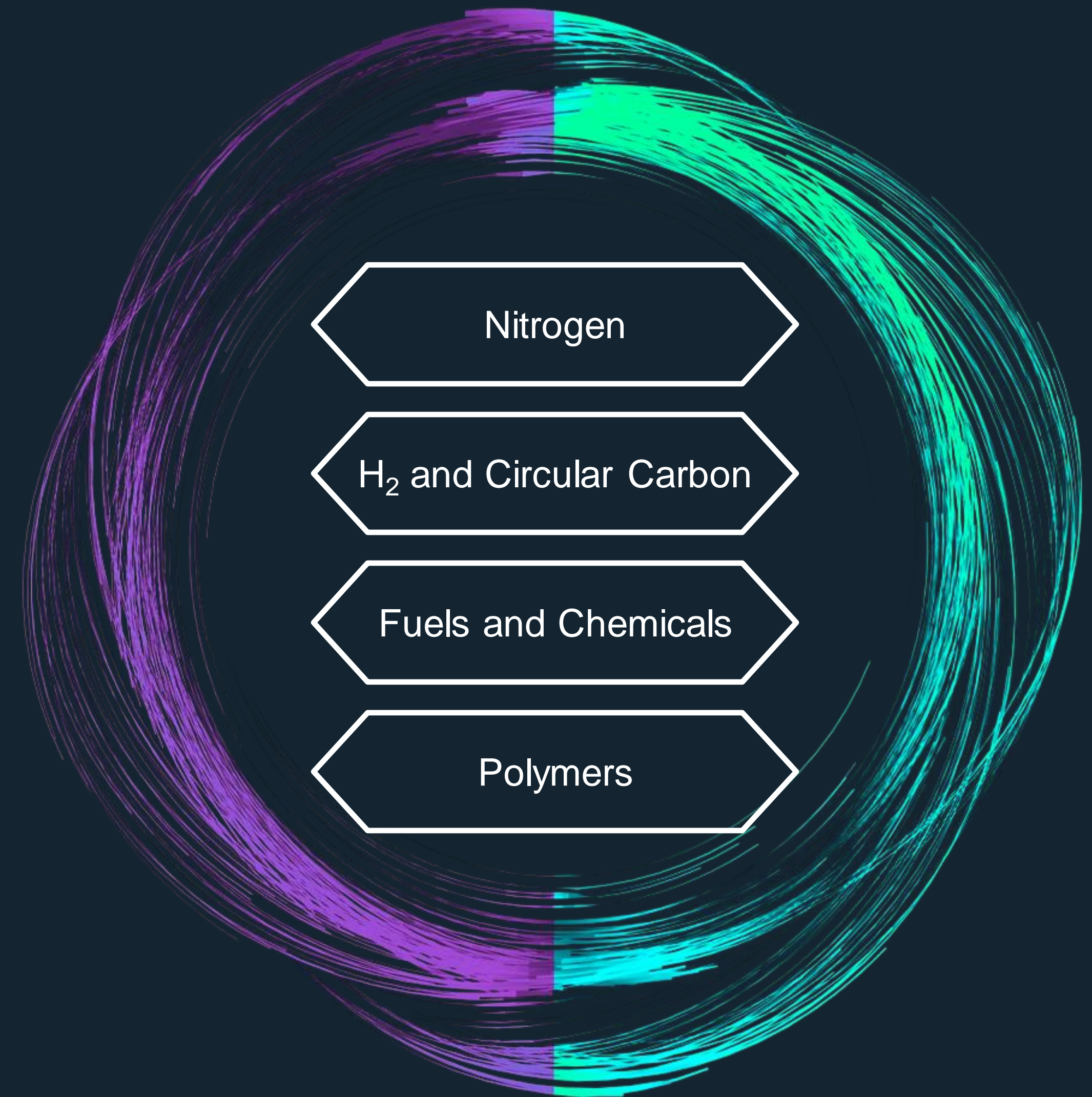
45

COUNTRIES



MAIRE CORE BUSINESS

We are enablers of innovation and energy transition, working alongside businesses to co-develop sustainable technologies and design integrated solutions in fertilizers, hydrogen, carbon capture & storage, fuels & chemicals, and polymers.



02

STRATEGY AND BUSINESS

HOME TO THOSE WHO MAKE TO INSPIRE

SUSTAINABLE TECHNOLOGY SOLUTIONS

Solutions for the energy transition designed to enable innovative and sustainable processes, optimizing conventional ones and creating new processes from non-fossil feedstock.

INTEGRATED E&C SOLUTIONS

Solutions for the realization of complex plants designed to provide access to the latest technologies leveraging the long lasting experience of our companies.

MAIRE INTEGRATED ORGANIZATION



Sustainable Technology Solutions

NEXTCHEM
MAIRE Sustainable Technology Solutions

Integrated E&C Solutions

TECNIMONT
MAIRE Integrated E&C Solutions

KT
MAIRE Integrated E&C Solutions

Project Development

MET DEVELOPMENT
MAIRE Project Development

PROVIDING TOMORROW'S TECHNOLOGY

SUSTAINABLE TECHNOLOGY SOLUTIONS

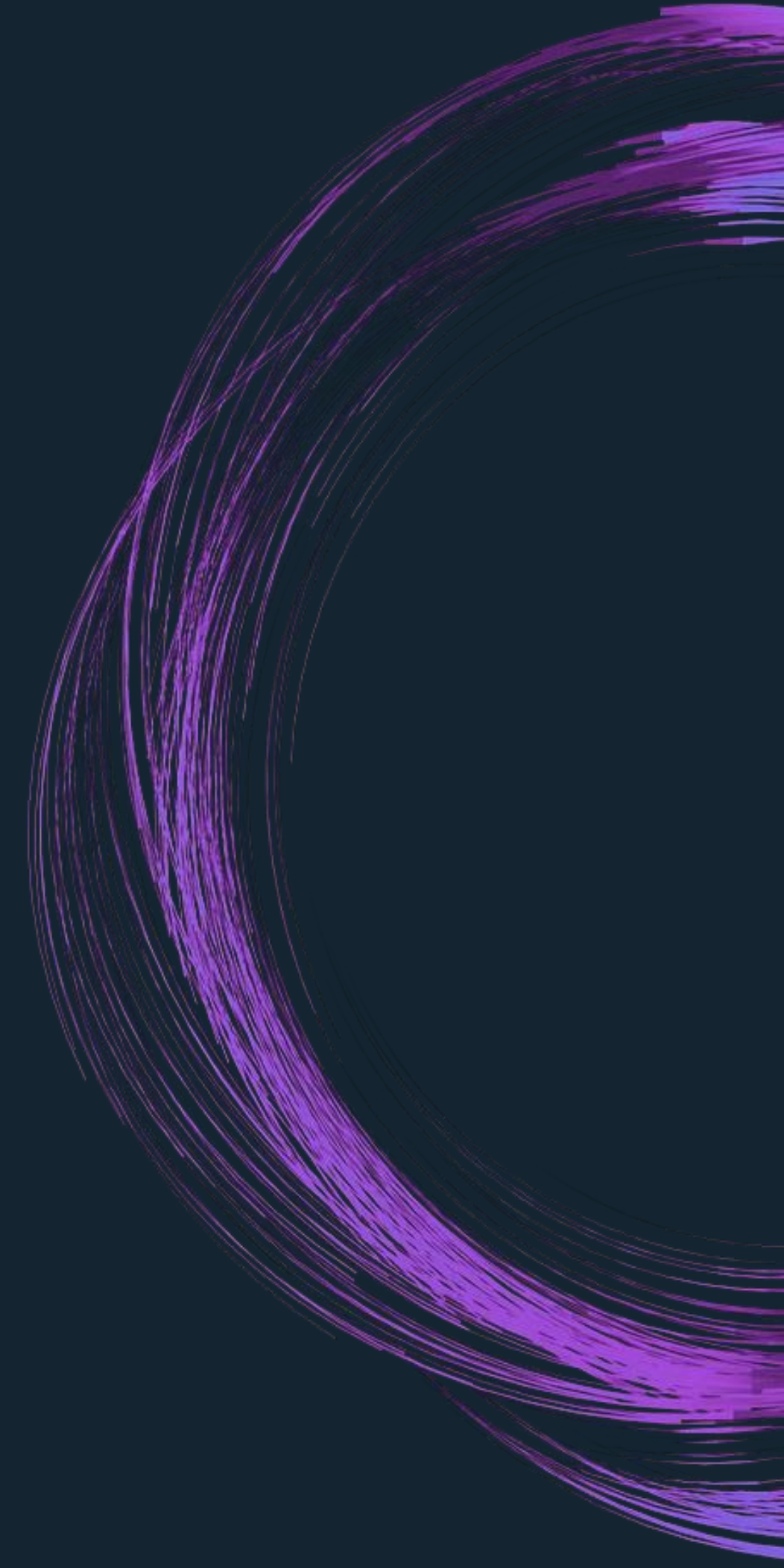
Technology
Licensing

Process Design Package
Basic Engineering Design

Proprietary Equipment
& Catalysts

Services and
Digital Solutions

Selected Specialty
Solutions



DELIVERING FUTURE-PROOF PLANTS

INTEGRATED E&C SOLUTIONS

Front End
Engineering Design

Engineering
& Procurement

Engineering, Procurement
& Construction (management)

Upgrading
& Revamping

Operations
& Maintenance

PROJECT DEVELOPMENT REMARKS

OUR DISTINCTIVENESS

Investors & Financial
Sponsors Involvement

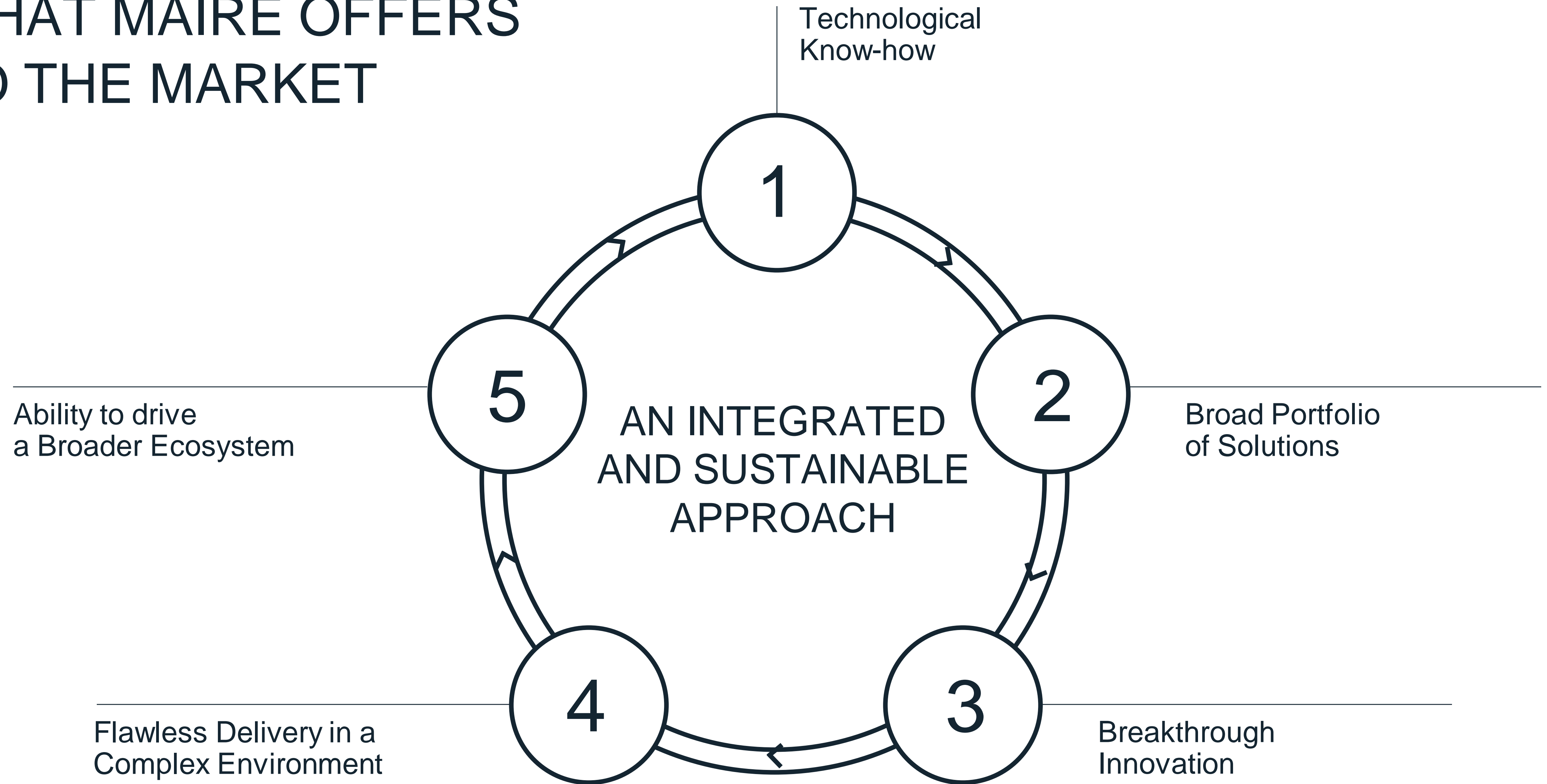
Capital Structuring

Project Structuring:
Feedstock, EPC, Offtake

Public Funding
& Grants Coordination

Co-Development
& Partnering

WHAT MAIRE OFFERS TO THE MARKET



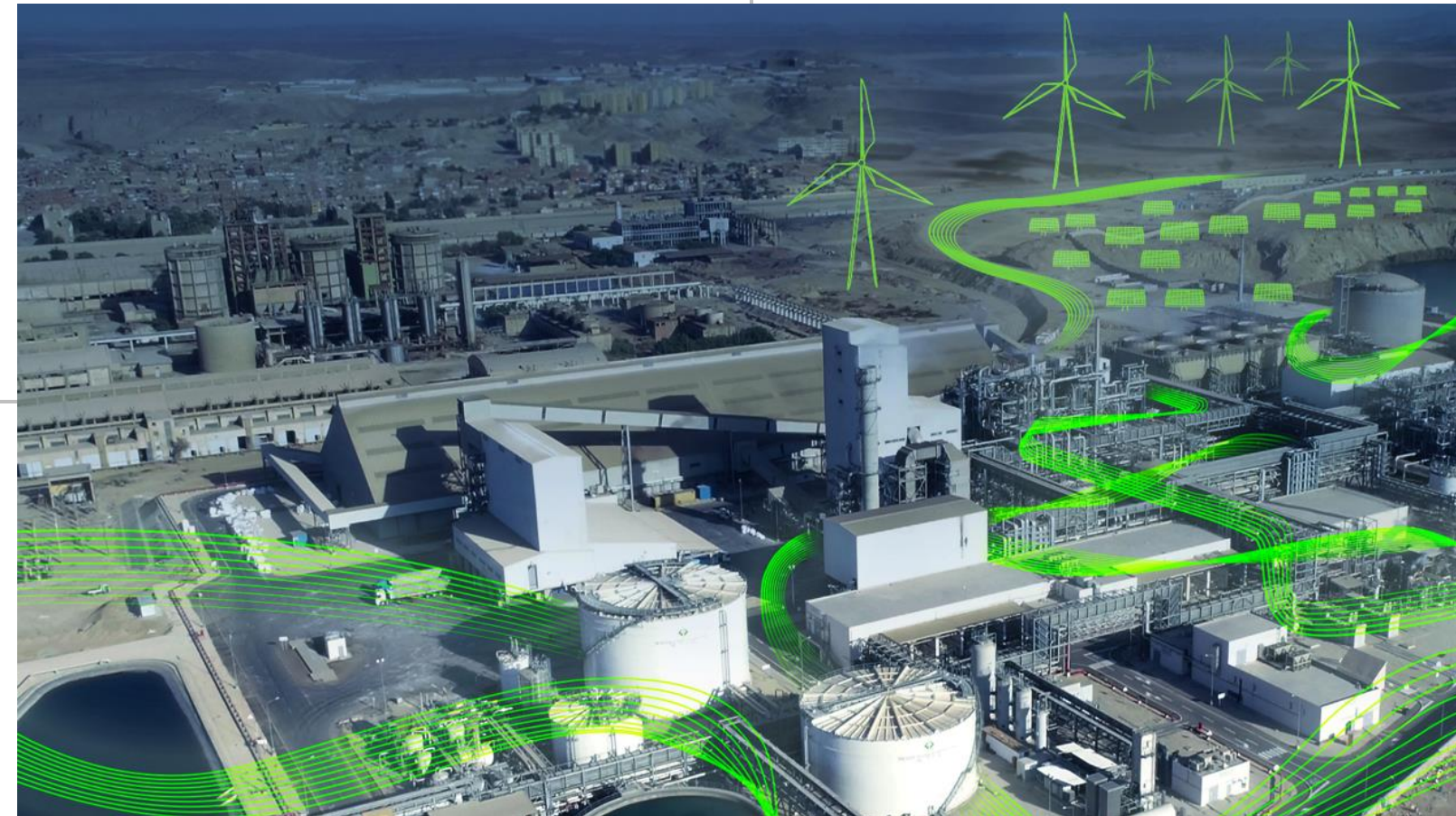
MAIRE FLAGSHIP PROJECTS

NITROGEN

Blu Ammonia plant in USA

H₂ AND CIRCULAR CARBON

Integrated Renewable Hydrogen and Green Ammonia plant in Portugal



FUELS AND CHEMICALS

Aniline Plant for Covestro
in Belgium

POLYMERS

Borouge 4 Petrochemical Complex
in Abu Dhabi

OUR FLAGSHIPS

NITROGEN

PROJECT

Blu Ammonia Plant

CLIENT

OCI, Orascom Construction Industries

SCOPE

The plant entails 3,000 tons per day Blue ammonia. Blue ammonia produced from hydrogen derived from natural gas where the CO2 by-product is captured and sequestered

FUELS AND CHEMICALS

PROJECT

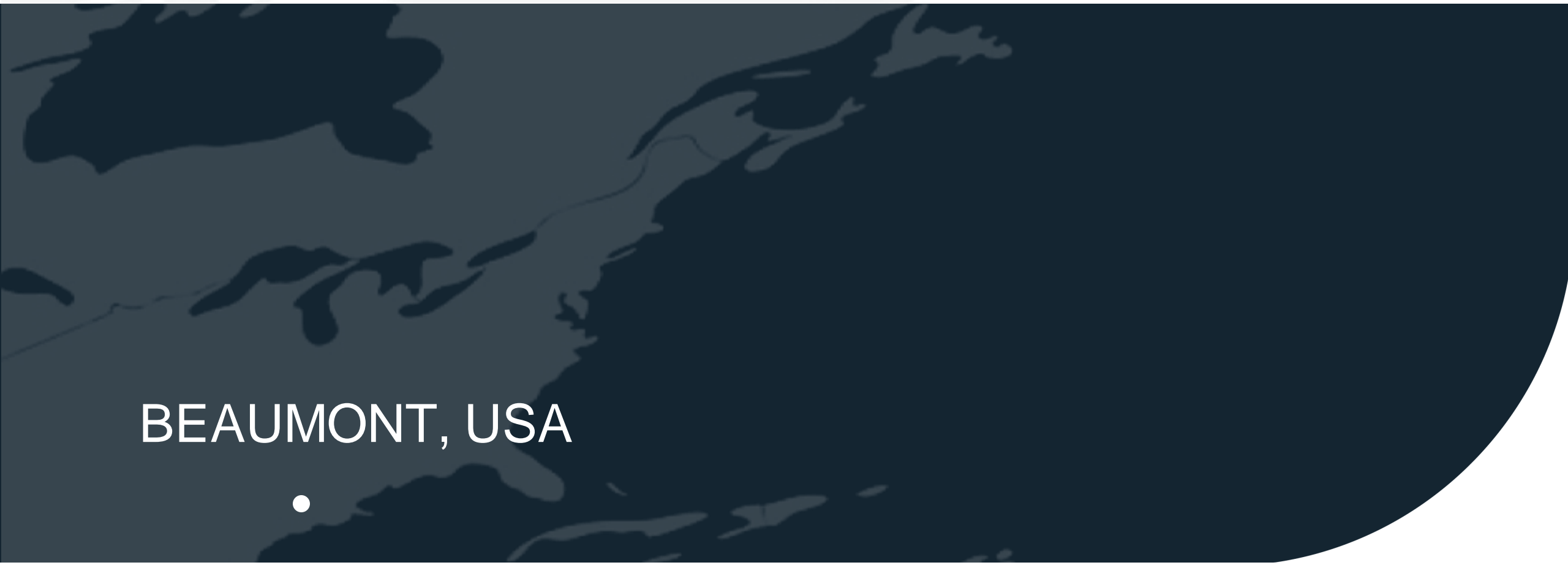
Aniline Plant

CLIENT

Covestro

SCOPE

A new unit will be based on state-of-the-art technologies aimed at ensuring the highest standards in terms of process safety and energy efficiency



OUR FLAGSHIPS

H₂ AND CIRCULAR CARBON

PROJECT

Renewable hydrogen and green ammonia production plant

CLIENT

MadoquaPower2X

SCOPE

Development of an integrated plant to produce 50 Ktons per year of green hydrogen and 500 Ktons per year of green ammonia



POLYMERS

PROJECT

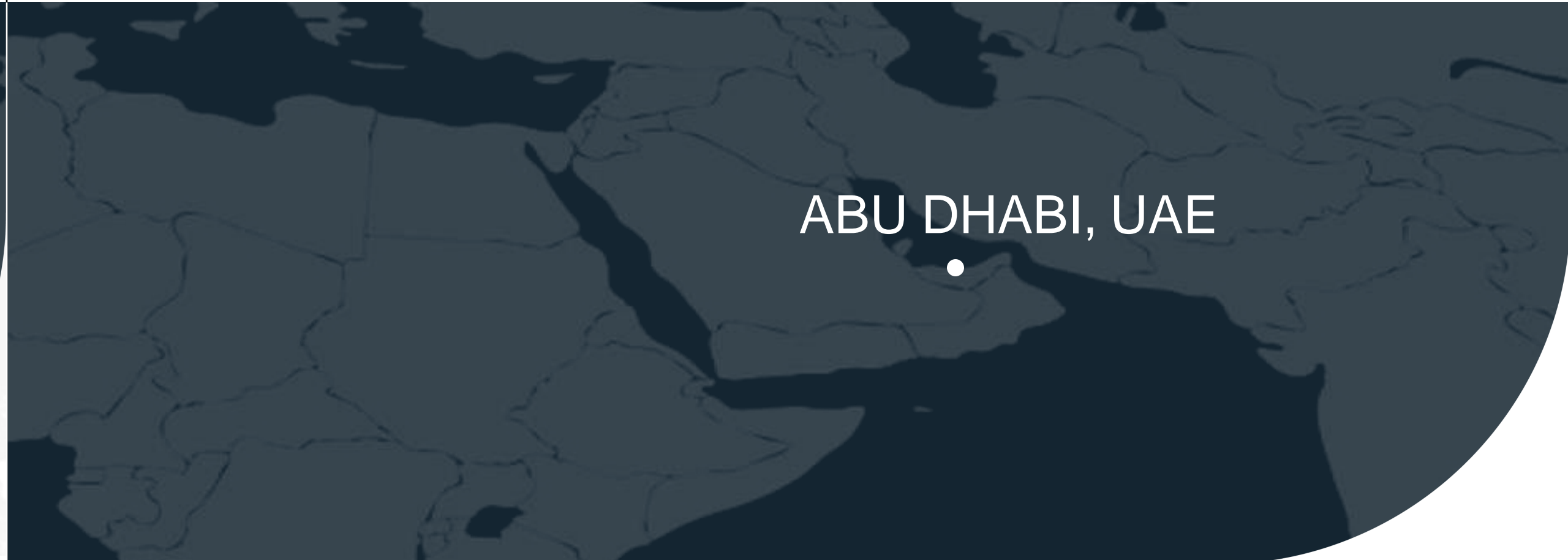
Polyolefin complex

CLIENT






Borouge

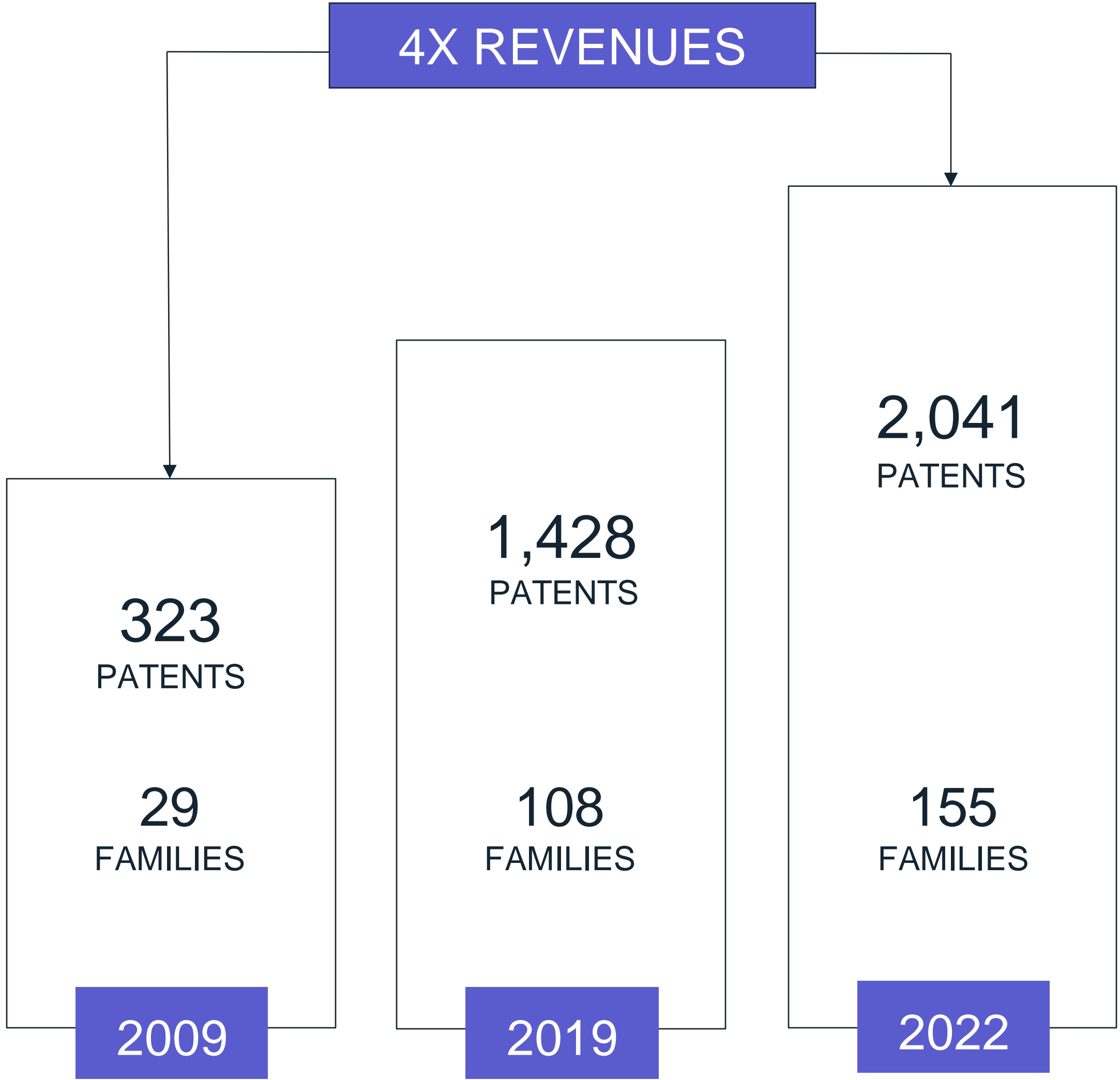
SCOPE

Borouge 4 will be the world's largest single-site polyolefin facility in Abu Dhabi, UAE, with a worth of 3.5 billion \$



OUR DNA IS TECHNOLOGY, OUR HERITAGE IS INNOVATION

-  2,041 Patents
-  155 families
-  60% Share Urea Licensing - #1
-  H₂ Technology since the 1970s
-  4 R&D centers across the world



We have been maximizing our commitment to accelerating the energy transition, digitalization, open innovation, and the creation of value for the people, environment, and communities in the areas where we operate.

OUR NEW SUSTAINABILITY STRATEGY



PRIORITY GOALS TOWARDS 2025-2030

Be enabler of the energy transition, be enabler of a sustainable social progress

ENVIRONMENTAL SUSTAINABILITY



Contribute to a **SUSTAINABLE MOBILITY** through a wide range of technological solutions for green, low carbon and bio fuels



Enable the transition to a **HYDROGEN ECONOMY** through a wide mix of technological solutions



Enable **CIRCULARITY OF PLASTICS** through recycling technologies that improve quality and address the non-recyclable fractions



Contribute to a **LOWER CARBON ECONOMY** through solutions for a more sustainable use of gas and for lower carbon intensity processes

SUSTAINABLE INNOVATION



Promote **OPEN INNOVATION AND DIGITALIZATION** as a lever for a sustainable progress

OUR PEOPLE



Promote a real **MULTI-CULTURAL AND INCLUSIVE** company environment



Be sector champion for **HSE PERFORMANCES**

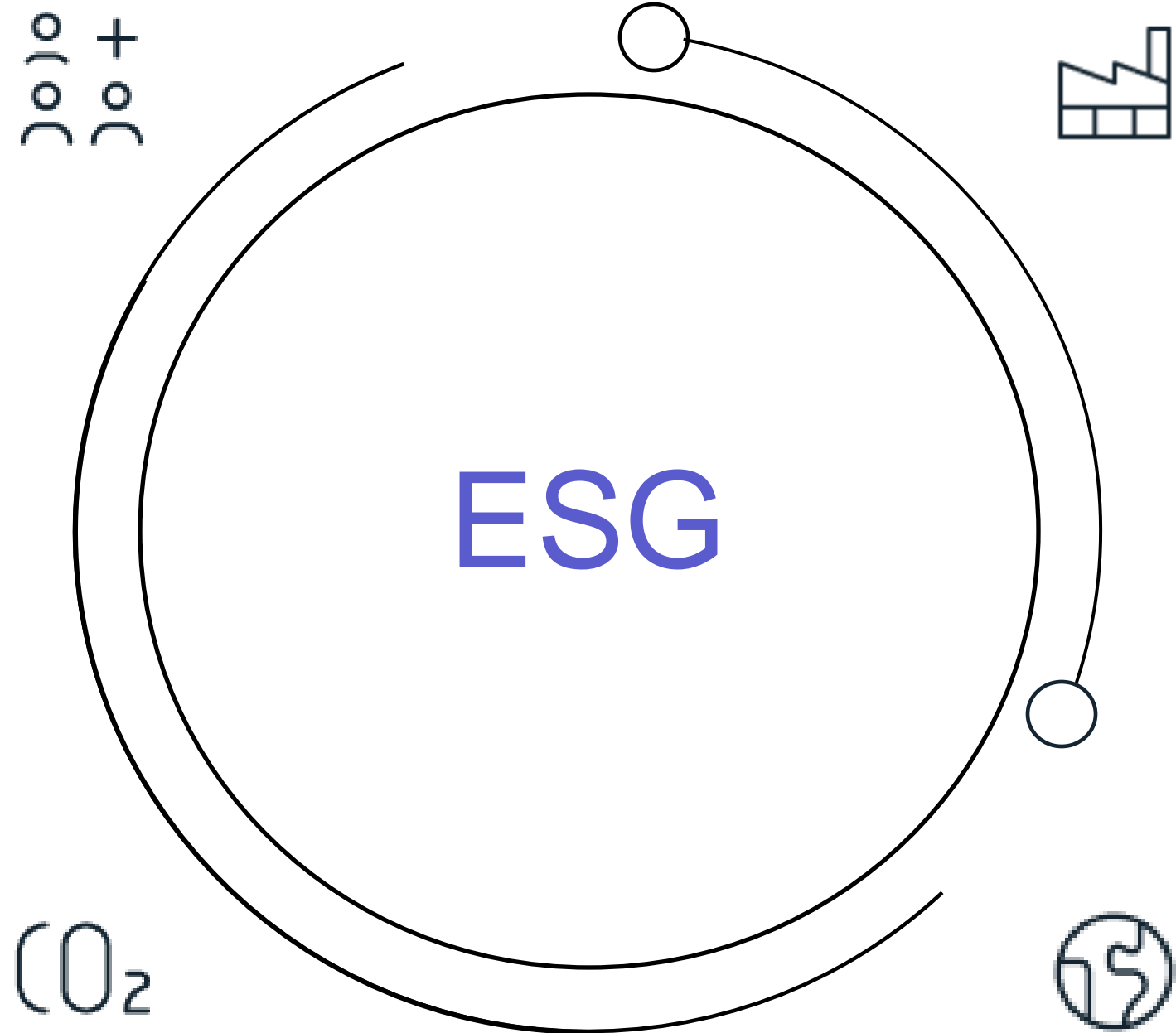
VALUE FOR COMMUNITIES



Be a **VALUE MULTIPLIER** in the countries where we operate

OUR STRONG COMMITMENT TO ESG

Our journey to build a solid culture around ESG bringing value to clients, to MAIRE and to the world



IN-COUNTRY VALUE FOCUS

SUSTAINABLE SUPPLY CHAIN

2050 MET TARGET

PEOPLE AS SUSTAINABILITY-ENABLER

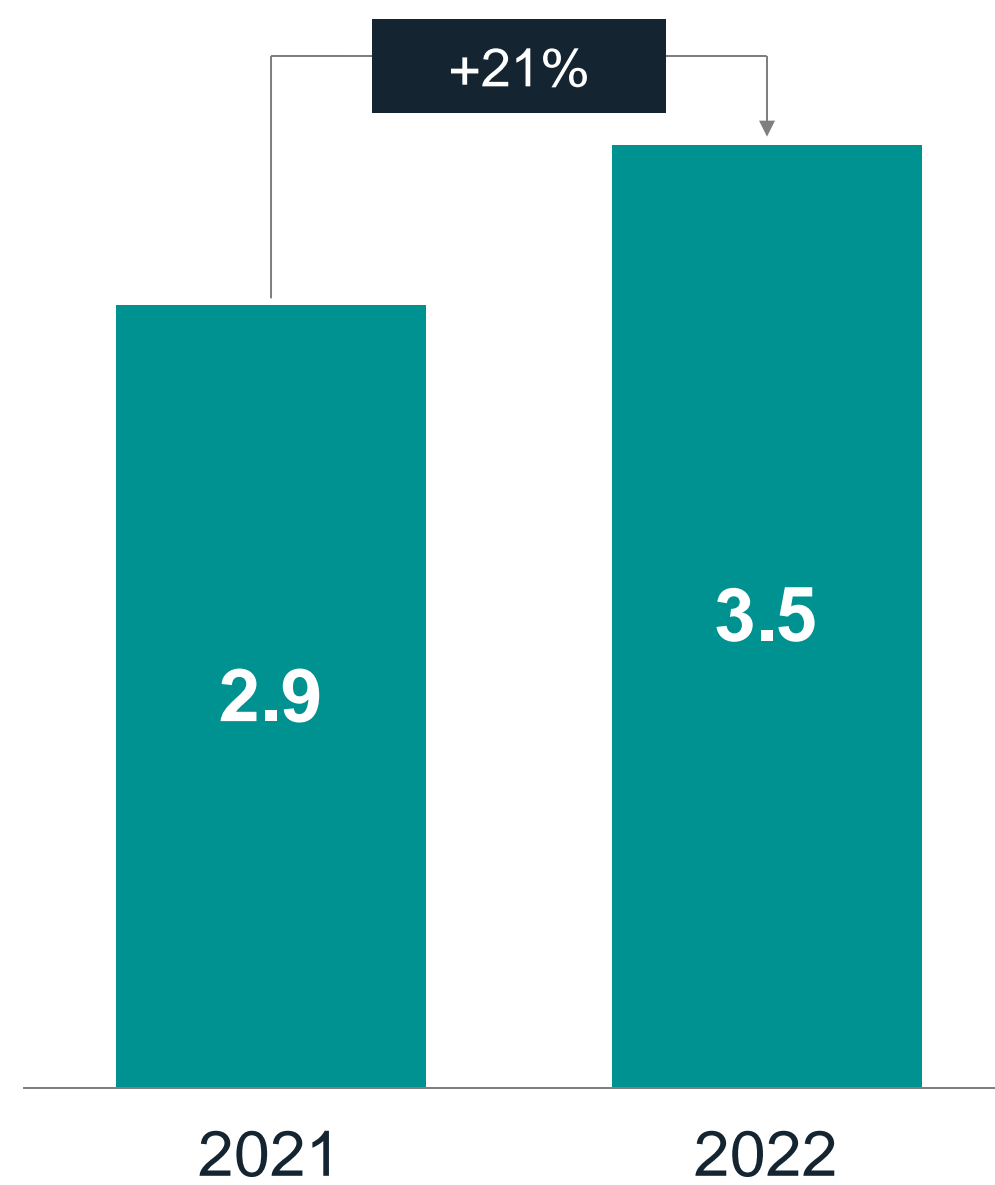
MAIN RATING		Bloomberg				
RATING SCORE		62.21/100 disclosure rating > peers' average	28.6/100 Medium Risk	Gold	A-	B

03

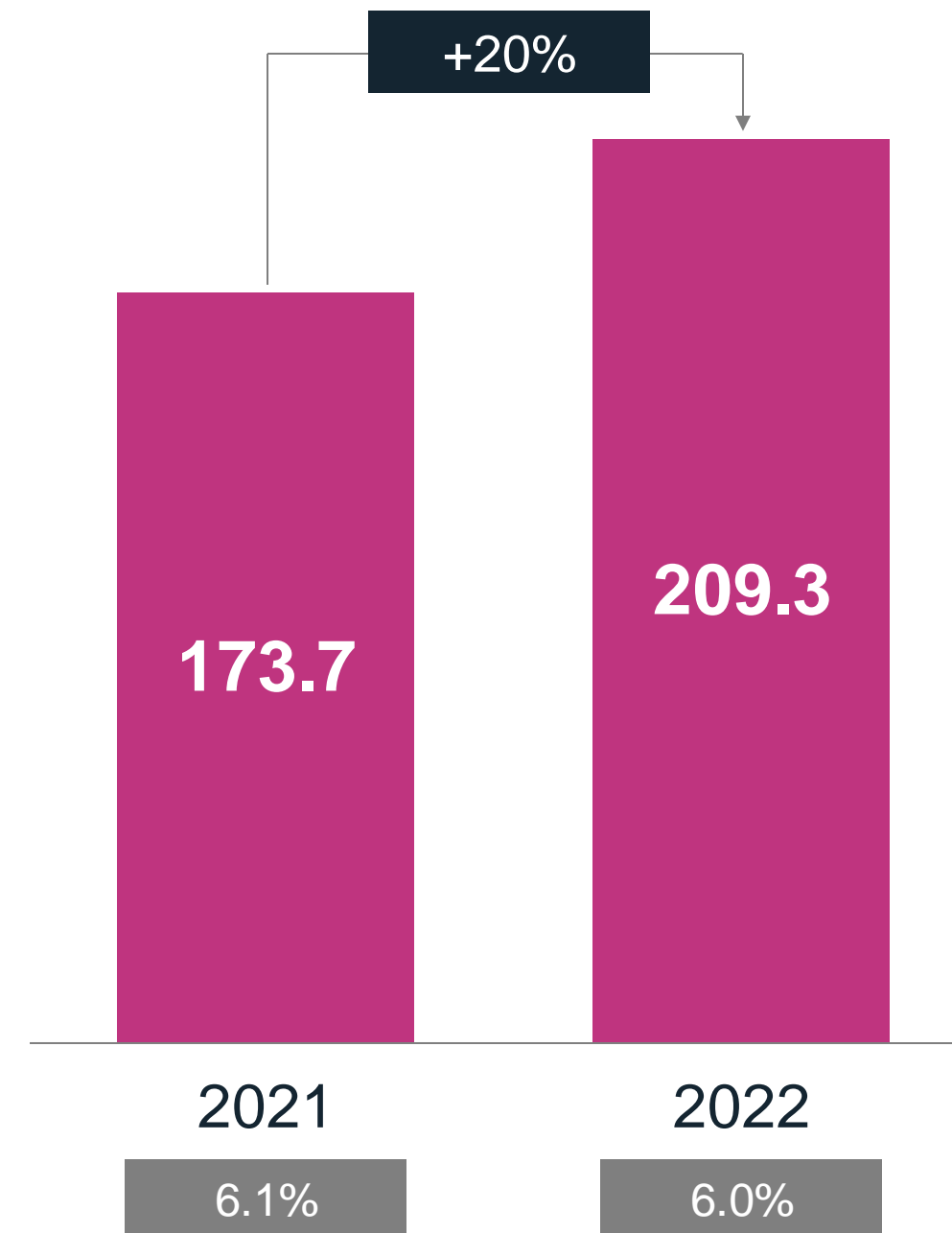
FINANCIAL DATA

FY 2022 CONSOLIDATED FINANCIAL RESULTS

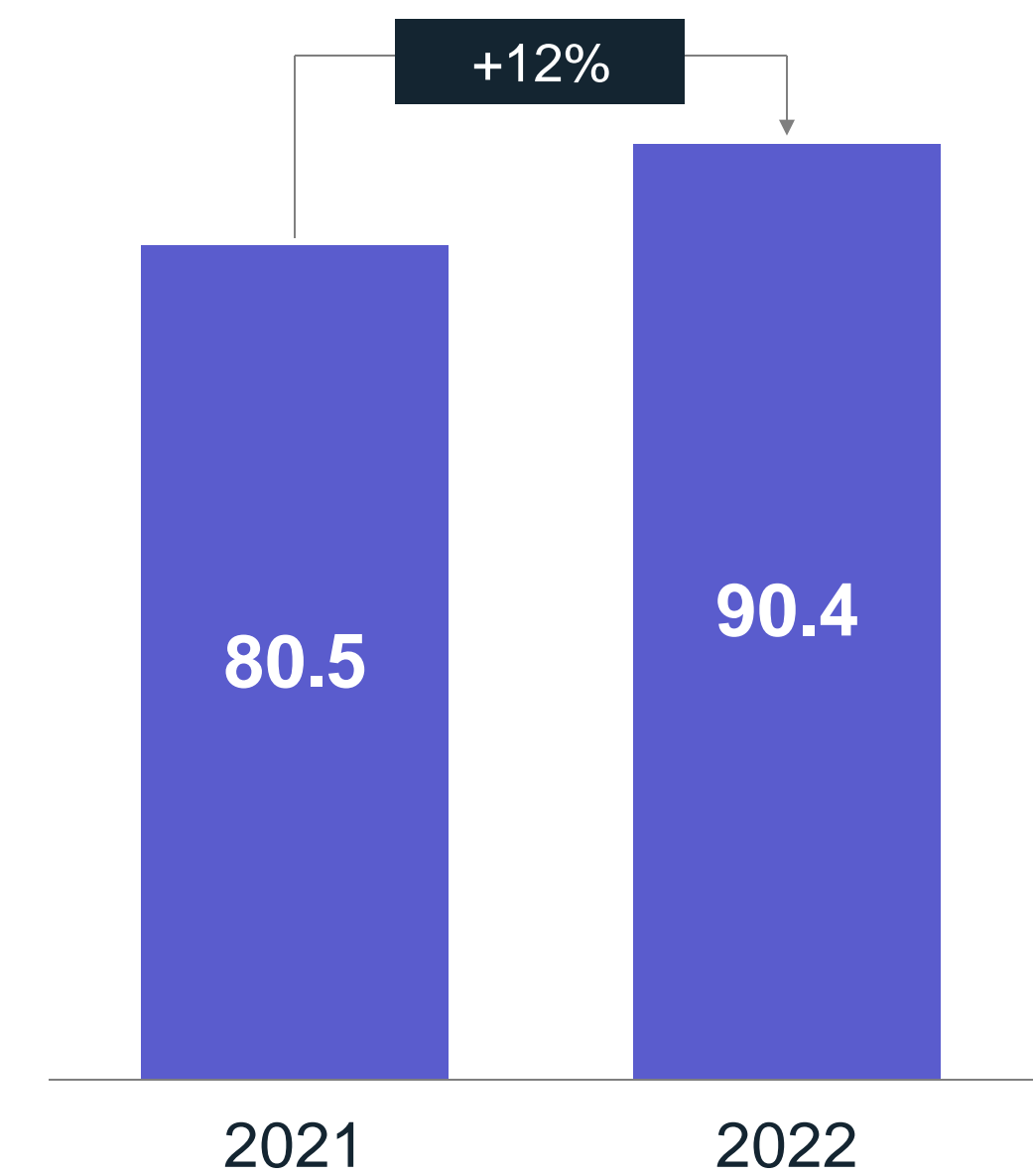
REVENUES
(€bn, 2021-2022)



EBITDA
(€m, 2021-2022)



NET INCOME
(€m, 2021-2022)



X% Growth

X% EBITDA Margin %

FY 2022 CONSOLIDATED FINANCIAL RESULTS

BY BUSINESS UNIT (in €m)

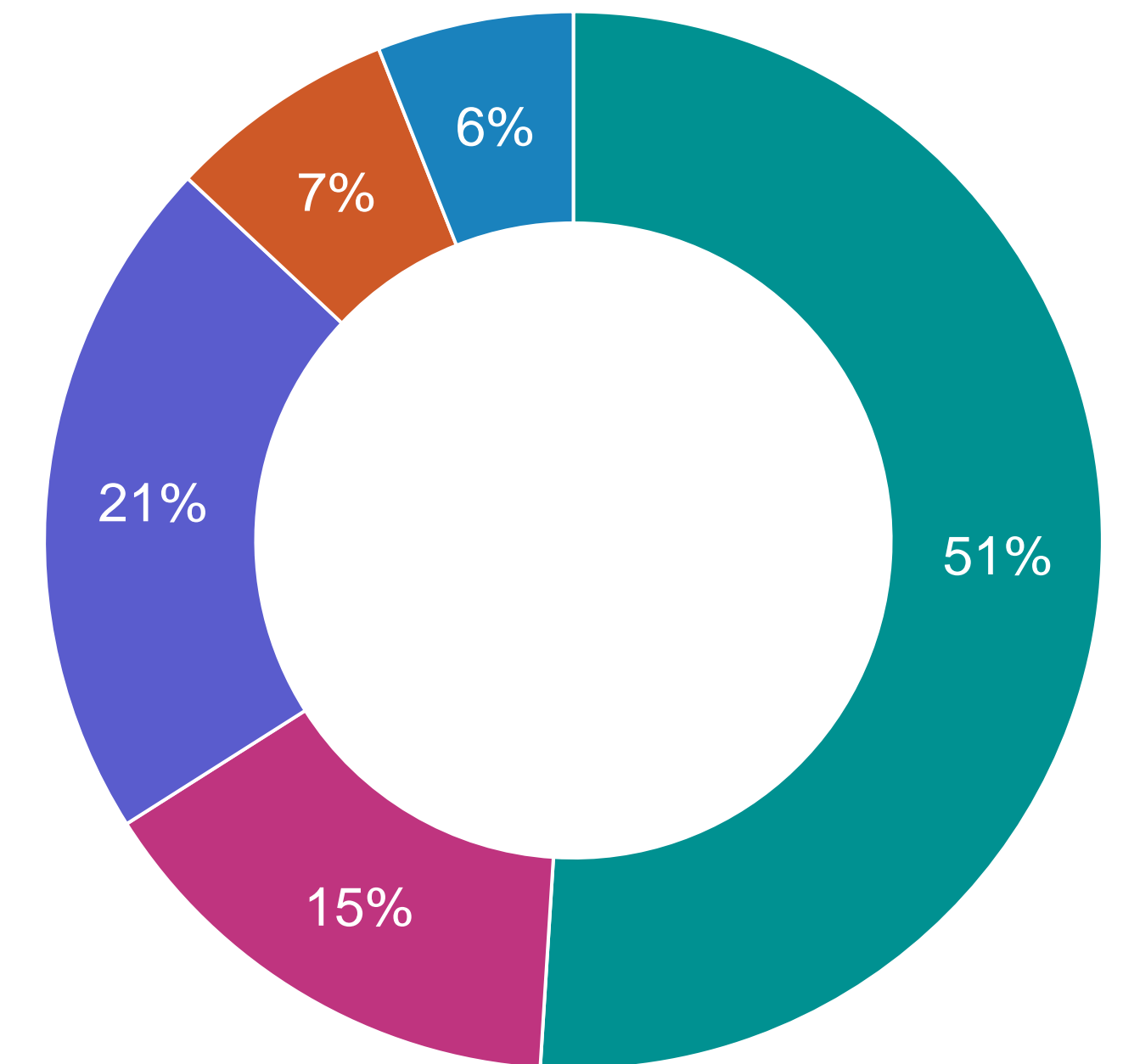
	STS	IE&CS	Total
REVENUES	182.9	3,280.8	3,463.7
BUSINESS PROFIT	49.8 27.2%	248.9 7.6%	298.7 8.6%
EBITDA	35.4 19.4%	173.9 5.3%	209.3 6.0%

2022 BACKLOG BY BUSINESS UNIT

BY BUSINESS UNIT (in €m)

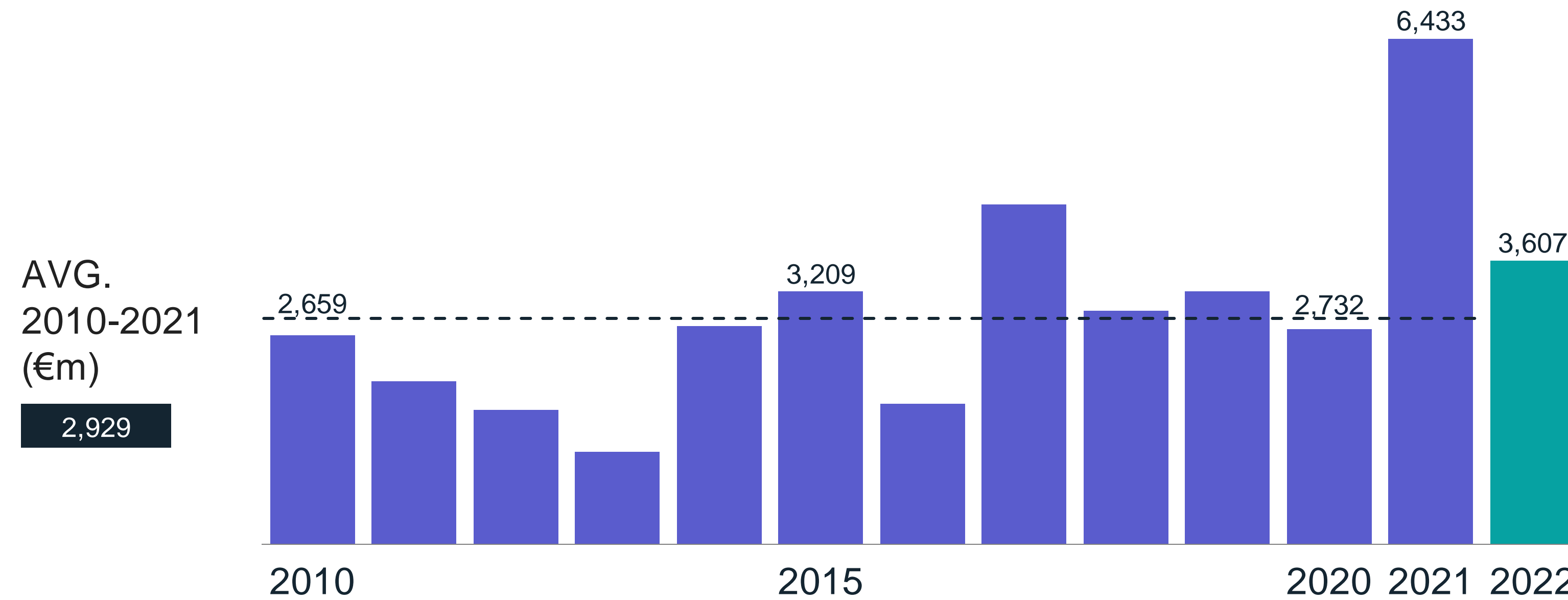
TOTAL	8,614
SUSTAINABLE TECHNOLOGY SOLUTIONS	159
INTEGRATED E&C SOLUTIONS	8,455

■ Middle East ■ Africa ■ Europe ■ Asia ■ Americas



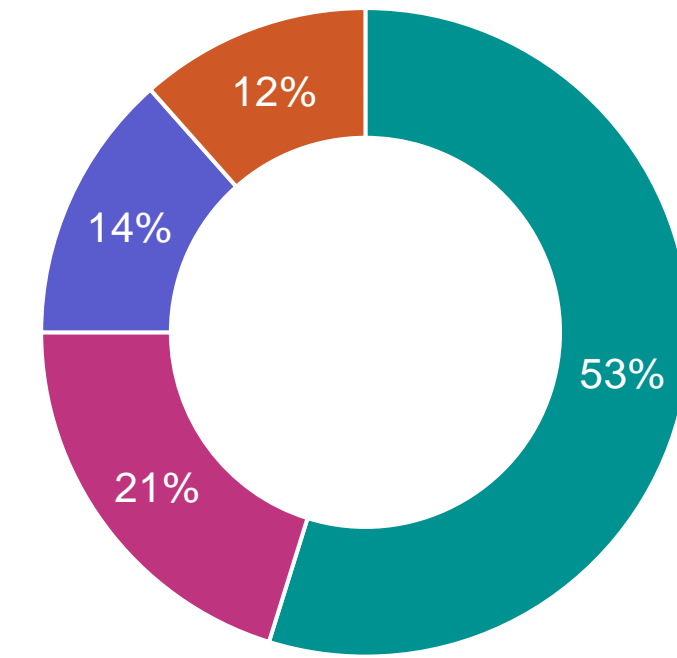
A STRONG AND DIVERSIFIED ORDER INTAKE

ORDER INTAKE (€m, 2010-2022)



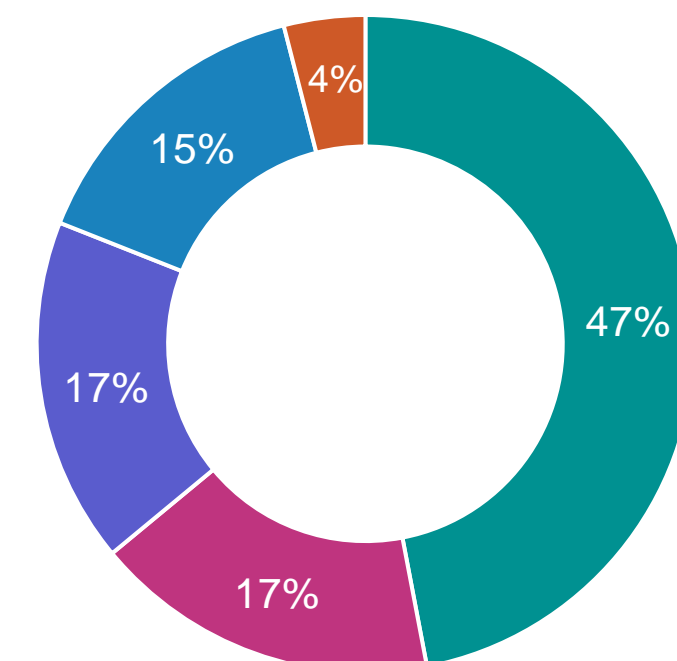
2021 INTAKE BY GEOGRAPHY

■ Middle East ■ Africa ■ Europe ■ Asia



2022 INTAKE BY GEOGRAPHY

■ Middle East ■ Africa
■ Europe ■ Americas
■ Asia



OUR HISTORY

The Core

LATE 19° CENTURY

Three pioneers of the Italian industry are born: Edison (1883), Montecatini (1888), and Fiat (1889), industrial groups whose engineering divisions are at the core of the current Maire group.



The Beginnings

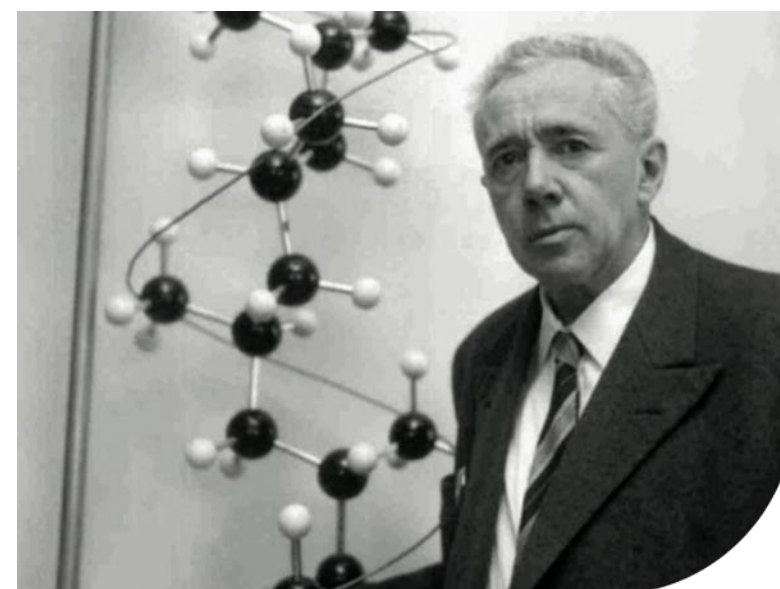
1940s - 1950s

In the Netherlands and India, the companies Stamicarbon (1947) and ICB (1958) are born, with important technological and engineering skills.



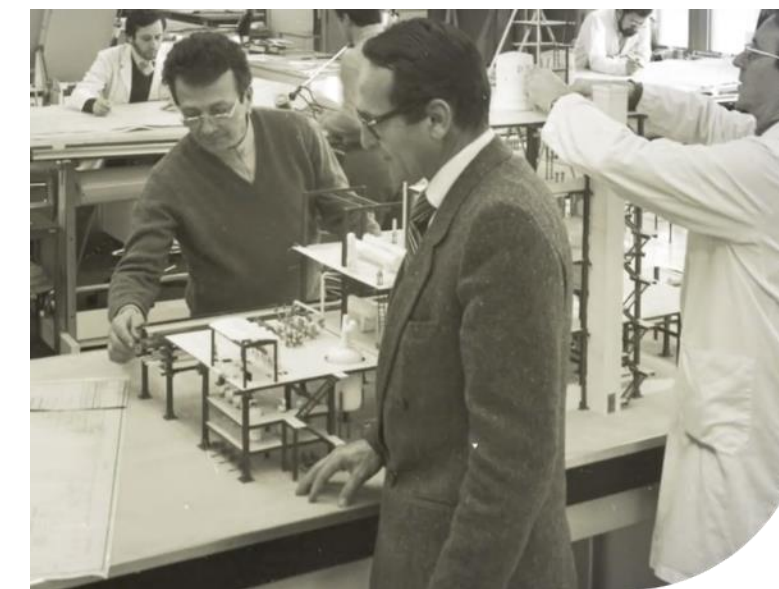
1963

Giulio Natta wins the Chemistry Nobel Prize for the invention of polypropylene, thanks to the collaboration between the Polytechnic of Milan and Montecatini.



1971 - 1973

The Italian engineering companies Selas Italia (1971), which later became KTI, Fiat Engineering (1972), formerly the Construction and Plant Service of the Fiat group, and Tecnimont (1973) within the Montedison Group were born.



The Growth

1983 - 2003

Fabrizio Di Amato launches his entrepreneurial project. Over the years, through a process of internal growth and acquisitions, the Maire Group is consolidated.



OUR HISTORY

The Acquisitions

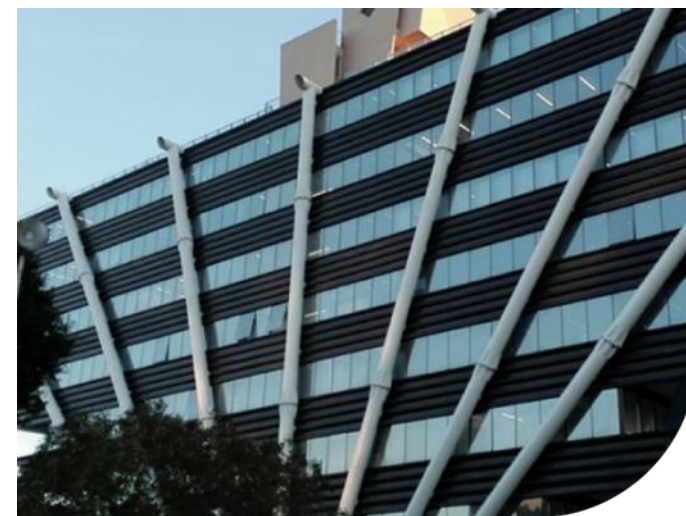
2004 - 2007

Maire makes key acquisitions with **Fiat Engineering** (2004) and **Tecnimont** (2005), thus consolidating the Maire group, which was listed on the **Milan Stock Exchange** since November 2007.



2008 - 2010

The group expands internationally, completing the acquisition of **Tecnimont ICB** in India (2008), the Dutch company **Stamicarbon** (2009) and Technip KTI (2010), today **KT - Kinetics Technology**.



The New Era

2011 - 2017

The Group's **turnaround**: parallel to the recapitalization, the Top Management is reorganized. A new phase for business growth: the Group opts for a technology-driven strategy in the field of hydrocarbon transformation, while gradually adopting renewable energy production and green chemistry. [SEP]



2018 - 2020

The beginning of a journey towards green acceleration: the newborn company, **NextChem**, becomes the group's focal point for green chemistry and energy transition. Meanwhile, the acquisition of **MyReplast Industries** and the creation of **MyRechemical** strengthen the group's position in plastic upcycling and waste-to-chemical technologies. [SEP]



2021

The launch of the **Evolve Maire Tecnimont Foundation**, whose mission is to drive engineering towards a more humanistic future. Taking its cue from an historical heritage of immense value, the Foundation's activities respond to the vast environmental and social needs of our times and the digital revolution.



2023

The Group announces its 2023-2032 Strategic Plan "**Unbox the Future**", a new phase in its industrial cycle with a new structure based on two Business Units: **Sustainable Technology Solutions** and **Integrated E&C Solutions**. Maire Tecnimont has become MAIRE launching its rebranding, a new identity and a new logo. The acquisition of **Conser** and **CatC** enhance the presence of MAIRE in the technology for the energy transition.





MAIRE